



*Mark Young
New York Metro*

May 9, 1997

To: Ellen Dogali	Jersey City Sales Division
Ken King	Yonkers Sales Division
Carmen Torres	Yonkers Retail Division
Diane Reuter	Nassau Sales Division
Nicole Morris	Nassau Retail Division
Chris Fabris	Manhattan Sales Division
Wallace Colclough	Brooklyn Sales Division
Dan Harrington	North Jersey Sales Division
Daylon Zimmerman	North Jersey Retail Division
Ron Fazio	Queens Sales Division
Holly Hopkins	Queens Retail Division

Subject: Region Advisory Council Meeting
(Region Operations Office / 9am Thursday May 22)

Ladies and Gentlemen,

I personally wanted to say how pleased I am to have each of you representing your division at this first "Advisory Council Meeting". As your Manager's have explained, the meeting will also include Jim Guaneri. The purpose is to discuss issues, problems and opportunities as it relates to doing the job. Really, anything that is important to you or the other individuals in your division is definitely worth discussing. This type of meeting can be extremely productive if we all come prepared.

Example Points of Discussion:

- * Advertising and Point of Sale Issues
- * Displays (loadplans / stock levels / distribution)
- * Compliance issues
- * Discounted product issues
- * Out-of-stocks / Low stock issues
- * Communication (SR/RR/ROU/etc) issues
- * Any other topic that is important to you division

We will make hotel reservations at the Crown Plaza Hotel (down the street from the ROU) for the following individuals:

*Ken King
Nicole Morris
Holly Hopkins*

*Carmen Torres
Chris Fabris
Jim Guaneri*

*Diane Reuter
Wallace Colclough*

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For the individuals staying overnight at the Crown Plaza as well as those who are not, we will plan a dinner for Wednesday night at 6:30. If you can't make the dinner, it's absolutely no problem. Please leave a voice-mail message with Rory O'Rourke to let us know if you will be able to join us for dinner (VM# 48831). Dinner as well as the meeting will be business casual.

We will let everyone know when the hotel reservations are confirmed, as well as details on the dinner.

I look forward to seeing everyone at the dinner and if you can't make the dinner, I'll see you at the end of your meeting.

Sincerely,
Mark Young

cc: All DM's and RM's

(Please provide a copy of this letter to your Representatives listed above)

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